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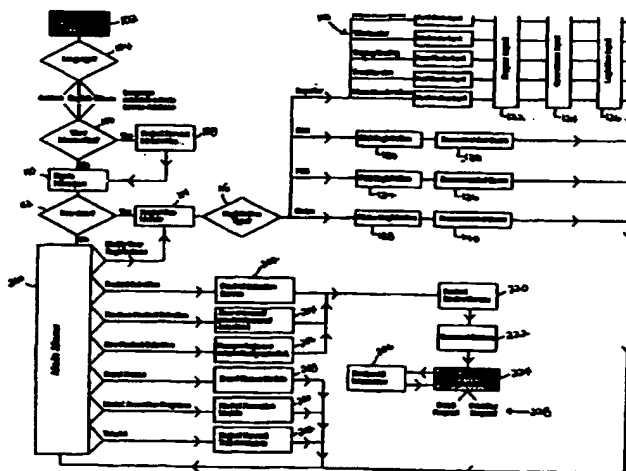
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(54) Title: METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING



(57) Abstract

A system for facilitating, selecting, ordering, and purchasing of products includes a purchase-facilitating, software-implemented computer system located near a buyer, a trade-facilitating hub, and one or more vendors. Using the purchase-facilitating program, the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer desires to purchase (200). After buyer-information and product-selection information have been entered in the purchase-facilitating program, that information is combined into a composite document which is sent (preferably via facsimile or internet) (228) to the trade-facilitating hub. At the hub, the composite document is converted into multiple documents which are sent to each corresponding vendor. The hub then forwards responses from the vendors to the buyer. If the buyer, hub, and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

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**METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING****Cross-Reference to Related Applications**

5 This application claims priority from U.S. Provisional Patent Application Serial No. 60/006,604 entitled "METHOD AND SYSTEM FOR FACILITATING SELECTING, ORDERING AND PURCHASING OF PRODUCTS" filed on November 9, 1995.

**Technical Field**

10 The present invention is generally related to a method and a system for facilitating selecting, ordering and purchasing of products. The invention creates a composite request-for-price-quotation (RFQ) which is intended to be distributed to multiple vendors, wherein such RFQ is produced based on a buyer's requirements and preferences. More particularly, the invention concerns a user interface for a computer system facilitating product selection and purchasing. The invention may also include a language-variable user interface and product database.

**Background**

20 Many types of business entities purchase products for reselling or distributing. In any particular trade industry, there may be thousands of products available, and for each of those products there may be thousands of varieties and brands. For example, in the food industry, canned corn may be available in ten different sizes, in a dozen or more varieties (such as whole kernel, creamy, no salt, etc.), and in a hundred different brands. Also, there may be hundreds of vendors that supply canned corn, which vendors may have particular brands, sizes and varieties only during certain parts of the year. To make purchasing decisions, a buyer has thousands choices for each particular food product.

25 In addition, once a buyer has selected a product and a vendor, the buyer must obtain from the vendor an estimate of the supply terms and price. Presently, this process typically involves a series of letters and faxes sent back-and-

forth between the buyer and each vendor to specify the products available, delivery, price and other supply-related terms.

The complexity of conventional food-product purchasing is exacerbated when products are being imported. As a practical matter, it is difficult  
5 for a foreign buyer and domestic vendor to communicate in a timely manner because of language and time-zone differences. For example, a buyer in Germany may wish to purchase canned hams from a vendor in Portland, Oregon, U.S.A. If neither an interpreter or a common language exists, then the language difference will require translation services, which adds cost and time to a time-critical  
10 negotiation. The practical result is such a situation is that the German buyer will not even make the request.

#### Disclosure of the Invention

The invented method and system facilitates a buyer's selection, order and purchase of products, which products are to be shipped from vendors to the  
15 buyer. In addition, such trade facilitation is enhanced by a computer system with separate, but interrelated, vendor and product fields in the user interface, wherein the user interface and product database are language-variable.

In its preferred embodiment, the invented system includes a purchase-facilitating, software-implemented computer system at the buyer's site, a  
20 trade-facilitating hub and one or more vendors. Using the purchase-facilitating program the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer would like to purchase. After buyer-information and product-selection information have been entered in the purchase-facilitating program, such information is  
25 combined into a composite document. The document is sent (preferably via facsimile or internet) to the trade-facilitating hub.

At the hub, the composite document is converted into multiple documents which are sent to each respective vendor. Such conversion may be done electronically and automatically. The hub then forwards responses from the

vendors to the buyer. If the buyer, hub and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

These and other advantages and objects of the present invention will  
5 be more readily understood after consideration of the drawings and the detailed description of the preferred embodiment which follows.

#### Brief Description of the Drawings

Figs. 1-38 are color screen prints of representative successive screens presented to a buyer during an exemplary execution of a purchase-facilitating program, which program is constructed in accordance with the invented method  
10 and system, wherein such screen prints also illustrate the user interface.

Fig. A is a flowchart illustrating a preferred implementation of a purchasing-program, which program is constructed in accordance with the invented system and method and produces the screens illustrated by Figs. 1-38.

#### Detailed Description of the Drawings and Best Mode for Carrying Out the Invention

The preferred embodiment and implementation of the invented system and method is described in a food-industry application. In particular, it is described below for use by food reselling and distributing businesses. However,  
20 those skilled in the art understand that the invention may be used in any industry for any type of user, including an individual consumer who makes product selections via a home-shopping, television or cable network. References to the food industry and food products are presented for illustrative purposes and do not limit applications for the invention to other industries or users.

25 One way to characterize the invention is a product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier. The system includes a communication network linking such a buyer and such suppliers, which network includes a buyer interface

(also referred to as a user interface). A directory of products offered by the suppliers is also located on the network. The buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

5           The above invention will be described below in the context of a food-product buyer, or user. That user will use a to-be-described purchase-facilitating program that is loadable on a personal computer. The preferred communication network between the user, to-be-described intermediary or trade-facilitating hub, and suppliers involves a telecommunication network usable via  
10       modem communication between the computers of each member of the system, i.e. the user, intermediary and suppliers.

          In general, the preferred purchase-facilitating program, which is constructed in accordance with the preferred embodiment and implementation of the invented system and method, includes three main sections. The first or  
15       preliminary section gathers information about the user and their preferences. The second section is the product selection and review, where the user selects desired products. The third or wrap-up section is where the user-specified ordering information is collected, organized and transmitted to a transaction facilitator (also referred to as a trade-facilitating hub or intermediary) for bid distribution.

20           The program will be described by referring to the flowchart in Fig. A and also to the exemplary screens shown in Figs. 1-38. When the program is executed (at 102 in Fig. A), a title screen, shown in Fig. 1, is displayed. At 104 and in Fig. 2, the user is asked to select their language of choice (hereinafter, the local language). The languages available in the preferred embodiments are English,  
25       French, Spanish, German, Italian and Portuguese. The local language selected by the user is the language used throughout the remaining execution of the program. All questions asked and information presented will be in the local language of the user. Specifically, a source database exists for each language. Thus, in the preferred embodiment six source databases exist. Each communicative message or

term, such as questions, responses, products, etc., has an indexable code associated with it. Each language's source database has that language's particular interpretation of the code associated message or term.

The following table (TABLE I) illustrates two source databases. A common exemplary and arbitrary index code is provided in the table and each source database has a specific associated term in a particular language:

**TABLE I**

Code	English	French
123	Cocoa & Milk Modifiers	Cocoa & lait modifiés
129	Diet Food	Produit Diététique
345	Cereal	Cereales

After the local language has been selected, at 106 and 108 the user may review the introduction (see Fig. 1). At 110, and shown in Fig. 4, the user is asked to sign-in or indicate that they are a new user. At 112, the program asks whether the user has previously registered on the program. If so, then an existing record is associated with the user and the program proceeds to the main menu at 200 (see Fig. 13). However, if the user has not previously registered, then the registration module of the program is implemented at 114. At 116 and shown in Fig. 5, the user selects the registration type of their organization. In general, these organizations are either commercial (business) entities or governmental agencies.

More particularly, a commercial entity may be a domestic commercial entity or a foreign importer. In the preferred embodiment of the invention, the Importer is the only classification of commercial entity available. Regarding governmental agencies, the preferred embodiment includes a) U.S. Department of Agriculture Foreign Agricultural Service (FAS); b) U.S. Department of Commerce U.S. & Foreign Commercial Service (FCS); and c) Department of Agriculture (States). Each classification of user has a classification-specific

registration process where only questions related to that particular classification are asked. Of course, the type of user is not limited to those given above and may be extended to include a wide variety of users while remaining within the spirit and scope of the invention. For example, a consumer is a type of user (other than  
5 commercial entity and government agency) that is presently envisioned for versions of the invention.

As an example of the registration process, it will be assumed that the user is an Importer. At 118 and shown in Fig. 6, the Importer is asked to identify the specific classification that best identifies their operations. As indicated at 120  
10 and shown in Fig. 6, the Importer may select any available classification such as retail chain, wholesaler, buying/trade organization, product-service business (such as a restaurant) or a mass merchandiser. Information requested from the user varies depending on user classification. For example, a buying/trade organization would not be asked how many stores they have, whereas a retail chain would.

15 If the user were an FCS, then a screen such as Fig. 11 would be displayed at block 134 of the program illustrated by Fig. A. After that information is entered, then the user is asked information about the recommended users at 136 (see Fig. 12).

If the user classification is a retail chain, the following information,  
20 as shown in Fig. 7, would be requested: company name, company's address (street and mailing), phone number, facsimile number, electronic mail address, total annual sales, imports as a percentage of sales, sales accounts, number of employees and how long the company has been in business. Any of these latter requests (which have down arrows in the figures) include pull-down, pre-defined selections.  
25 For example, in response to total annual sales, the user may select any one of a number of ranges such as: (1) less than 5 million, (2) 5 to 20 million, (3) 20 to 50 million and so forth.

After the above general information regarding the company is entered into the program, the Importer is asked, as shown in Fig. 8, for additional



information regarding the particular individual(s) using the system. In addition to the standard identifying information (such as address, phone number, etc.), the individual is asked to select the areas or types of products that the individual is responsible for purchasing. This allows for future options within the system to be personalized to the particular individual within a user entity using it. For example, if an individual indicated that they were responsible for purchasing automobile parts and camping gear for a retail chain, the system would not provide that individual any future information regarding any areas outside of those, unless the individual specifically requested it. Figs. 7 and 8 also show that the program accommodates organization with multiple buyers, and the buyer input block at 122 of Fig. A is depicted in Figs. 7 and 8.

Additional information about the Importer is requested at 124 and such request is shown in Fig. 9. That additional information is particularly useful to the trade-facilitating hub and vendors (or suppliers) in determining whether a business relationship with the Importer is desirable. As shown in Fig. 9, if the user is a retail chain, the user may be asked the number of stores in particular markets (i.e., countries). Also, the user may be asked for their credit references and trade references.

At 126 and shown in Fig. 10, the user provides logistical preferences. The user is asked his or her preferred way of receiving the goods. If the goods are to be imported, the port of importation is selected along with alternative ports if the preferred port is unavailable. Also, the INCO terms of sale are selected (such as Ex Factory, FOB Port of Export, C&F Port of Import, CIF Port of Import and Delivered Duty Paid). The user is also asked to select a preferred carrier and their account number for that carrier. Also, other miscellaneous shipping information is requested.

After the user information is selected and entered into the system, the program returns to the main menu at 200 (see Fig. 13). From the main menu, the user can proceed to one of several other modules, such as the Product Selection

module. From the main menu, the user may preferably select Product Selection module at 202, Previous Selections module at 204, New Products module at 206, Brand Names module at 208, Market Promotion module at 210 and Tutorial module at 212. Also, the user may choose from the Main Menu to modify user registration. Discussion of the Product Selection module will be described.

During the Previous Selections module at 204, the system retrieves and displays for the user a list of previously selected products and the terms of an order for such products. The user is free to remove or add products from the selected list. When finished, this module proceeds to the Product Review module at 220.

During the New Products module at 206, the user is presented with a list of only the new products which are available and the user may select from among those new products. If the user is only interested in the most recent product offerings, then this module is preferred because it eliminates undesired information. The user is periodically provided with an updated list of available products with all new products appropriately labeled. After this module, the user proceeds to the Product Review module at 220.

In the Brand Names module at 208, the user is given a list of available brand names and related information about each brand. In the Market Promotion module at 210, the user is given information regarding various promotional programs that particular manufacturers, vendors or trade organization may be running to encourage purchase of particular products or purchase from particular sources. For example, the U.S. Meat Board may give a ten percent discount on all orders for beef which will ultimately be sold in Japan. This information may help the buyer decide what products to select. In the Tutorial module at 212, the user is taught about how to use the program. After the Brand Names module, Market Promotion module or Tutorial module, the program returns to the main menu at 200.

In general, product selection (at 202, 204 or 206) and product review is the second main section of the program. Within the Product Selection module at 202, the user selects particular products for ordering. Examples of product selection screens are shown in Figs. 14-17. The user may select particular products  
5 in a number of different ways. Preferably, the categories of products related to the user's interest area are listed in a hierarchical fashion, and the user may select by navigating through the hierarchy to find a particular product for which they wish to receive a bid from a vendor.

For example, if the user's general interest area includes food and  
10 grocery items, the major food-product categories in the hierarchy appears on the screen, as shown in Fig. 14. The major categories may include labels such as bakery items, dairy products, meat, produce, canned goods, frozen foods, etc. If, as shown in Fig. 14, the user selects cereal, then the screen will change, as shown in Fig. 15, to show the minor categories under the major category cereal. The minor  
15 categories of cereal may include hot cereals and ready-to-eat cereals. If, as shown in Fig. 15, the user selects ready-to-eat cereal, then the screen will change, as shown in Fig. 16, to show the item list under the minor category of ready-to-eat cereals. The item list of ready-to-eat cereals may include any type of ready-to-eat cereals, such as apple cinnamon toasted oats, bran flakes, cocoa crunches, corn  
20 flakes, crisp crunch, crispy rice, fruit rings, etc.

In Fig. 16, the item "CEREAL CRISPY RICE \*New\*" is highlighted (indicating that it is selected). As is obvious from the designation, "\*New\*" means the particular item is a new product. Once the user selects this item, it appears in the Product Selection List shown on the right-side of Fig. 16.

25 In general, the user selects particular products for which they want to bid, and those products go into a list called the Product Selection List in which the user will later provide additional information which can be used to request and obtain a user-specified bid.

Another way that the user may find a particular desired product is to use the systems search procedure shown on the right-side of Fig. 16 with a heading: "HS Code or Key Word Search". The user may input a particular product code or the key words related to products and the system will search for them.

5 In the Product Selection module, the user has the option to choose languages other than the one selected at the beginning of the program. This allows the user to see what the products are called in different languages. This may be particularly useful if the user knows the name of a product in one language, but does not know the name in the local language.

10 Fig. 17 shows a Product Selection List after the user has selected three different products. After a list of items has been selected, the program proceeds to block 220, the Product Review module, where the user inputs information about the chosen product, including the time and manner in which the product is to be shipped. The screens and a visual representations of the user-  
15 interface of this module are shown in Figs. 18 and 19.

The screen/user-interface (as shown in Figs. 18 and 19) of the Product Review module includes two main sections: the product specification section (shown in Figs. 18 and 19 as a teal-colored, square-shaped information box which is framed in brown) and the supplier-information section (shown in Figs. 18  
20 and 19 as a blue-colored, dipper-shaped information box which is also framed in brown).

The program correlates user-specified information so that information entered or selected in one of the program sections may affect the information displayed in another section. On the top of the Product Review screen  
25 (as shown in Figs. 18 and 19) next to the heading "Product Description" is the particular product from the Product Selection List (created in the Product Selection module). The user may change which of the products from the list is for the Product Review. For example, Fig. 18 shows the "CORN WHOLE KERNEL" is the product of the list for this Product Review.

The product specification section includes options related to designating the specifics of the product that the user wishes to order. For example, the option may include the following: package size, grade of the product and brand of the product. In addition, the user may select either the metric or English system to display units of measurement. Selecting particular options may cause other information in this and the supplier section to change. For example as shown in Fig. 19, if the product is corn whole kernel, the user may select an eight ounce package, a grade of Grade A Fancy and a brand such as NATURE'S PRIDE. As shown in Fig. 19, once a particular brand is selected, an image or picture of the particular product appears in a small product window so that the user may see what the product actually looks like. As seen in Fig. 19, the dimensions of the case and pallet used to transport the particular product appears in the product specification section.

The program also allows the user to simplify or limit their choice. For example, it is not necessary for the user to select a particular brand or a particular grade. If they choose, they can select "ALL" for brand and grade to leave their options open to any brand or any grade of that available product. In addition, the user can also leave open the option of product size or the user can specify product size.

Alternatively, as part of the product specification process, the user may be presented with a series of images, with each image representing the particular brand of a product being reviewed. The user may select the particular brand of the product they want by clicking on the image or selecting the image they desire.

Also presented on the screen/user-interface shown in Fig. 19 is a supplier-information section. Included in supplier-information is the following: a) an order/acquisition calendar; b) an option to see other products available from a particular supplier; c) supplier-specific information; and d) a map depicting the country or region in which the suppliers are located.

The order/acquisition calendar typically includes a series of colorable boxes numbered 1 through 12 (for each month of the year) which indicate the availability or other information related to the product selected from a particular supplier. For example, as shown in Figs. 18 and 19, the order/acquisition calendar includes three specific calendars, namely, a production calendar, an available-to-ship calendar and a best-time-to-order calendar. When a particular supplier or suppliers have been selected, these calendars indicate when orders may be received and shipment expected. In the example shown in Fig. 19, the product from the particular supplier is produced in months 8 and 9 (i.e., August and September), is available all-year-round, and is best ordered from May through July.

Also included in the supplier-information section is an option to see other products available from a particular supplier. Also, when a particular supplier is selected, additional information regarding that supplier may be presented. Such information may include certifications or other trade or product-related material. That information may also include a list of ingredients or components found in a particular product from a particular supplier. Even though the user has selected a particular product, an individual supplier may have ingredients and components that vary from other suppliers. For example as shown in Fig. 19, the ingredients of NATURE'S PRIDE brand, Grade A Fancy, whole kernel corn may include: corn, water, sugar and salt. Another supplier may include additional items or fewer items (for example, may not include sugar).

Also included in the supplier-information section is a corresponding map. For example, and as depicted in Figs. 18 and 19, the products are being shipped from the United States so a map of the United States is shown. The map may be any geographic or stylized map. In a preferred embodiment, the map is a map of the United States, and on the map are a plurality of cartographically-positioned indicia (e.g., colored dots) indicating the geographical location of particular suppliers. The dots may be colored in such a manner to indicate whether a supplier supplies a particular product. When particular products are selected

under the product selection screen, dots related to suppliers which do not provide that product dim or turn-off. For example, the map in Fig. 18 includes ten white dots meaning that all ten suppliers provide the product. But after the user selects particular specifications of the product, some of the dots dim (e.g., become gray) to indicate that those suppliers do not have the particular product specified in the product-specification section. As shown in Fig. 19, three supplier-indicating dots are dimmed.

To designate a particular supplier, the user selects the supplier from a pull-down menu in the supplier-information section such as by clicking with a computer mouse the dot on the map corresponding to the supplier. As shown in Fig. 19, when a particular supplier is selected its corresponding dot is highlighted (preferably in red).

Information entered and selected in either section of the Product Review screen/user-interface (shown in Figs. 18 and 19) affects whether and what information is displayed in both sections. As demonstrated above, there is a relationship between product-specification information and supplier information.

Referring to the Product Review module at 220 in Fig. A, and after the user has selected and entered product specification and supplier information, the user is asked to provide more detailed information on shipping the product. As shown in Fig. 20, after the user has asked for the particular item to be added to the bid request, the user is asked for additional shipping information. Next, as shown in Fig. 21, the user is asked their interest level. This informs the vendors how serious the user is and how likely the user is to be a future and frequent customer. Next, as shown in Fig. 22, the user is asked to provide additional logistical information.

After the Product Review module is completed, the user is asked to review all of the information for accuracy, and is asked to enter any additional information which would go to the suppliers in a bid. In the preferred embodiment, the program proceeds to the Selection Review module at 222 (or 226) (see Figs.

23-36). The user is asked to review all information related to the user and the requested products. Figs. 23-36 show the various screens and options preferably available.

At 224 and as shown in Fig. 37, the information entered by the user is collected into a composite request-for-price-quotation (RFQ) document which will be transmitted (or delivered) to the trade-facilitating hub. That document may be reviewed by the user in their local language, but when the document is transmitted, the program allows for it to be transmitted in the language of the hub. For example, if the user is French, they will be reviewing a document in French, but when the document is actually sent to the hub in the United States, the document is sent in English. Preferably, the document is transmitted via facsimile (telecopy) or across the internet via e-mail (as indicated at 228 of Fig. A). Of course, the document may also be sent in any desired way such as by mail or courier.

Once the hub receives the RFQ, the invention allows for official bid documents (also called trade leads) to be created for each particular supplier where each lead only includes information relevant to that particular supplier. In other words, if the user asked for car batteries and green beans, the supplier of green beans would not receive any information regarding the request for car batteries. An example of such a lead is shown in Fig. 38. The leads received by suppliers include information about the user company including financial-related information such as credit and trade references. To complete the communication, the hub would then receive bid-responsive information back from the suppliers, and transmit that information to the user in the user's local language.

The preferred embodiment of this system includes a software program at a user's site with an IBM-compatible or MACINTOSH microcomputer. Furthermore, the program is preferably written for use with an operating system having a graphical user interface, such as WINDOWS, WINDOWS 95, WINDOWS NT, OS/2 WARP or SYSTEM 7.x. Also, the program is preferably



written in Visual Basic or Delphi 32. However, an programmer of ordinary skill understands that such program may be written any suitable programming language for use with any operating system. Preferably, the computer includes a modem for transmitting a facsimile or electronic mail. Alternatively, a facsimile document  
5 may be printed and then facsimiled through a conventional facsimile machine or via the conventional mail system. The receiver of the information is the trade-facilitating hub which has a business relationship with the user and with a large group of vendors.

Also, the preferred embodiment of the program used by the user,  
10 which program is constructed in accordance with the invention may be described the following outline:

**Screen Definitions for the User Program  
In Its Preferred Embodiment**

- I. Title Screen
  - 15 A. Purpose
    - 1. initiates Project Harvest Usage
  - B. Operation
    - 1. program opens to Title Screen when user initiates Project Harvest
    - 20 2. displays logo & product title with "SM" notation
    - 3. displays user sign-in text box
      - a. user enters name
      - b. if system doesn't recognize name, user taken to User Registration screens
      - 25 c. if system recognizes name, user taken to Main Menu Screen
  - C. Buttons
    - 1. view introduction
      - a. takes user to introduction screens

2. sign-in
  - a. takes user into User Registration screens
- D. Pop-up Window
  1. copyright statement
- 5 E. References to drawings
  1. blocks 102-112 in Fig. A
  2. Figs. 1-4
- II. Introduction System
  - A. Purpose
    - 10 1. informs user about ITG and Project Harvest
  - B. Operation
    1. currently under development and inactive
  - C. References to drawings
    1. blocks 106 and 108 in Fig. A
- 15 III. User Registration Screen
  - A. Purpose
    1. separates users into private and public sector registrations
  - B. Operation
    1. user clicks a button to identify his operating sector
  - 20 C. Buttons
    1. commercial users/foreign country importer
    2. governmental agencies/foreign agricultural service
    3. governmental agencies/foreign commercial service
    4. governmental agencies/states
    - 25 5. previous
    6. continue
  - D. References to drawings
    1. blocks 114 and 116 of Fig. A
    2. Fig. 5

**IV. Commercial Users/Foreign Country Importer Screen****A. Purpose**

1. identifies user's private sector operations

**B. Operation**

- 5 1. user clicks a button to identify his business type

**C. Buttons**

1. retail chain
2. wholesaler
3. buying/trading organization
- 10 4. food service
5. mass merchandiser
6. previous
7. continue

**D. References to drawings**

- 15 1. blocks 116 and 118 in Fig. A
2. Figs. 5 and 6

**V. Commercial Users/Foreign Country Importer/Retail Chain****A. Purpose**

- 20 1. collects user registration information specific to retail chain operations

**B. Operation**

1. information gathered by entering text data or making selections from pull-down menus

**C. Buttons**

- 25 1. previous
2. continue

**D. References to drawings**

1. blocks 118 and 120 in Fig. A
2. Fig. 6

VI. Commercial Users/Foreign Country Importer/Retail Chain - Company Information Screen

A. Purpose

1. collects information about registered user's company

5

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

10

1. previous
2. continue

D. References to drawings

1. block 122 in Fig. A
2. Fig. 7

VII. Commercial Users/Foreign Country Importer/Retail Chain - Buyer Contact Screen

15

A. Purpose

1. collects information about registered user's buyer contacts

B. Operation

20

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

1. previous
2. continue

D. References to drawings

25

1. block 122 in Fig. A
2. Fig. 8

VIII. Commercial Users/Foreign Country Importer/Retail Chain - Operations Profile Screen

A. Purpose

1. collects information about registered user's company operations
  - B. Operation
    1. information gathered by text data entry, pull-down menus and/or operating range selections
  - C. Buttons
    1. previous
    2. continue
  - D. References to drawings
    1. block 124 in Fig. A
    2. Fig. 9
- IX. Commercial Users/Foreign Country Importer/Retail Chain - Logistical Preferences Screen
- A. Purpose
    1. collects information about registered user's preferred shipping arrangements
  - B. Operation
    1. information gathered by text data entry, pull-down menus and/or operating range selections
  - C. Buttons
    1. previous
    2. continue
  - D. References to drawings
    1. block 126 in Fig. A
    2. Fig. 10
- X. Commercial Users/Foreign Country Importer/Wholesaler
- A. Purpose
    1. collects user registration information specific to wholesale distribution operations

- B. Operation
  - 1. currently under development and inactive
- XI. Commercial Users/Foreign Country Importer/Buying-Trading Organization
  - A. Purpose
    - 5 1. collects user registration information specific to large scale procurement operations
  - B. Operation
    - 1. currently under development and inactive
- XII. Commercial User/Foreign Country Importer/Food Service
  - 10 A. Purpose
    - 1. collects user registration information specific to food service distribution operations
  - B. Operation
    - 1. currently under development and inactive
- 15 XIII. Commercial Users/Foreign Country Importer/Mass Merchandiser
  - A. Purpose
    - 1. collects user registration information specific to drug & non-food distribution operations
  - B. Operation
    - 20 1. currently under development and inactive
- XIV. Governmental Agencies/Foreign Agricultural Service
  - A. Purpose
    - 1. identifies user's public sector operations on behalf of U.S. Department of Agriculture
    - 25 2. identifies local private sector companies as potential Project Harvest users
  - B. Operation
    - 1. information gathered by text data entry, pull-down menus and/or operating range selections

- C. Buttons
  - 1. previous
  - 2. continue
- D. References to drawings
  - 5 1. blocks 130 and 132 in Fig. A
- XV. Governmental Agencies/Foreign Commercial Service
  - A. Purpose
    - 1. identifies user's public sector operations on behalf of U.S. Department of Commerce
    - 10 2. identifies local private sector companies as potential Project Harvest users
  - B. Operation
    - 1. information gathered by text data entry, pull-down menus and/or operating range selections
  - 15 C. Buttons
    - 1. previous
    - 2. continue
  - D. References to drawings
    - 1. blocks 134 and 136 in Fig. A
    - 20 2. Figs. 11 and 12
- XVI. Governmental Agencies/State Department of Agriculture
  - A. Purpose
    - 1. identifies user's public sector operations on behalf of U.S. states
    - 25 2. identifies local private sector companies as potential Project Harvest users
  - B. Operation
    - 1. currently under development and inactive
  - C. Buttons

1. previous

2. continue

D. References to drawings

1. blocks 138 and 140 in Fig. A

5 XVII. Main Menu

A. Purpose

1. opens program to numerous user-valuable modules

B. Operation

1. user clicks button to enter desired module

10 C. Buttons

1. product selection

2. brands

3. previous selections

4. market promotion programs

15 5. modify user registration

6. tutorial

7. view new items

8. previous

9. continue

20 D. References to drawings

1. block 200 in Fig. A

2. Fig. 13

XVIII.Brands Screen

A. Purpose

25 1. informs user about relative market positioning of brand labels  
offered vis-a-vis product quality

B. Operation

1. currently under development and inactive

C. References to drawings



1. block 208 in Fig. A

**XIX. Previous Selection Screen**

**A. Purpose**

- 5           1. allows user to retrieve previously saved product selection list  
            and/or search string

**B. Operation**

1. currently under development and inactive

**C. References to drawings**

1. block 204 in Fig. A

10   **XX. Market Promotion Programs Screen**

**A. Purpose**

1. inform user about special export promotion programs offered  
by industry trade boards

**B. Operation**

- 15           1. currently under development and inactive

**C. References to drawings**

1. block 210 in Fig. A

**XXI. Modify User Registration Screen**

**A. Purpose**

- 20           1. allows user to return to registration screens to update/change  
previous entries

**B. Operation**

1. user clicks button to return to first screen of his user  
registration type

25   **C. References to drawings**

1. block 114 in Fig. A

**XXII. Tutorial Screen**

**A. Purpose**

1. inform user about special export promotion programs offered by industry trade boards

B. Operation

1. currently under development and inactive

5 C. References to drawings

1. block 212 in Fig. A

XXIII. View New Products Screen

A. Purpose

1. identifies for user new products added to this version/update of Project Harvest

B. Operation

1. currently under development and inactive

C. References to drawings

1. block 206 in Fig. A

15 XXIV. Product selection Screen

A. Purpose

1. allows user to identify specific products of interest for further review

B. Operation

1. all products classified by major category, minor category and item list
2. macro search
  - a. user scrolls major categories and clicks on choice to open minor categories
  - b. user scrolls minor categories and clicks on choice to open item list
  - c. user scrolls item list and clicks on product to move it to move it to product selection list

- d. user repeats process to build full list of product selections
- 3. key word search
  - a. user enters combination of words which computer searches against all product descriptions
    - (1) can use wild card operators - and, or, not, etc.
  - b. all matches appear in item list
  - c. user scrolls item list and clicks on product to move it to product selection list
  - d. user repeats process to build full list of product selections
- 4. hs (harmonized system) search
  - a. user enters up to 6 digits of hs code which computer searches against all product hs codes
    - (1) can use (asterisk) wild card operator
  - b. all matches appear in item list
  - c. user scrolls item list and clicks on product to move it to product selection list
  - d. user repeats process to build full list of product selections
- C. Buttons
  - 1. view all products
    - a. enables user to scroll major/minor/products for all products in database
  - 2. view new products
    - a. enables user to scroll major/minor/products for products new to current version
  - 3. remove item
  - 4. clear list

- 5. product review
  - a. advance user to next screen
- 6. main menu

D. Pull-Down

- 5 1. search language
  - a. allows user to change on the fly language of major/minor/product display to
    - (1) English
    - (2) French
    - 10 (3) German
    - (4) Spanish
    - (5) Italian
    - (6) Portuguese

E. References to drawings

- 15 1. block 202 in Fig. A
- 2. Figs. 14-17

XXV. Product Review Screen

A. Purpose

- 1. allows user to review all details of supplier product offerings

20 B. Operation

- 1. program searches database and displays product information based on user input
  - a. user inputs through pull-down menus and button-controlled pop-up windows
- 25 2. information displays in color graphics and text boxes
- 3. user selects product for review from product description pull-down
  - a. dots representing all suppliers capable of supplying product appear on map

4. user selects package size from pull-down
  - a. dots of suppliers incapable of supplying chosen package size dimmed/inactivated on map
  - b. program defaults to display of metric size equivalent
  - c. user can change on the fly between metric and English units
5. user selects product from pull-down
  - a. dots of suppliers incapable of supplying chosen grade dimmed/inactivated on map
10. 6. user selects brand from pull-down
  - a. dots of suppliers incapable of supplying chosen brand dimmed/inactivated on map
15. 7. user clicks on remaining supplier dots to display specific supplier information
  - a. assists user in differentiating between available suppliers
    - (1) supplier information
    - (2) ingredients
    - (3) nutritional information
    - (4) product procurement calendar
    - (5) case and pallet dimensions
20. 8. user displays detail or brand label by clicking on picture to zoom in/zoom out
25. C. Buttons
  1. add this product
    - a. opens pop-up windows for accumulation of additional user input
    - b. adds product and user inputs to list for incorporation into RFQ

2. comments
3. print this screen
4. clear screen
5. next product
- 5 6. previous product
7. product selection
8. exit review
  - a. option 1: resume from point of interruption
  - b. option 2: resume from beginning of review list
- 10 D. Pop-Up Windows
  1. capture user input about the product
    - a. user interest level
    - b. specific product requirements
    - c. timing of order initiation
    - 15 d. desired target price
    - e. samples requested
    - f. label production assistance
- E. References to drawings
  1. block 220 in Fig. A
  - 20 2. Figs. 18-22
- XXVI.Import Comments
  - A. Purpose
    1. allows user to communicate specific needs relative to entire RFQ and/or ultimate purchase order
  - 25 B. Operation
    1. free flow text entry field
    2. pre-set list of question with yes/no radio button answers
  - C. Buttons
    1. previous

2. continue
3. product review

## XXVII. Selection Review

- A. Purpose
  - 5 1. allows user to review all input selections prior to compilation into RFQ
- B. Operation
  1. if user chooses not to review, program accepts selections as inputted, and:
    - 10 a. prepares print output of preformatted fax RFQ, or
    - b. prepares text file for RFQ transmission as e-mail
  2. if user chooses to review, goes to review pop-ups
- C. Buttons
  1. review
  - 15 2. e-mail
  3. print/fax
- D. Pop-up Windows
  1. company information
    - 20 a. user can change information in these text fields, pull-down menus on this pop-up
  2. buyer contacts
    - a. user can change information in these text fields, pull-down menus on this pop-up logistical preferences
  3. logistical preferences
    - 25 a. user can change information in these text fields, pull-down menus on this pop-up
  4. product selections
    - a. only information in text fields and pull-down menus can be changed on this pop-up

- b. user returned to Product Review screen to change information derived from product database
- 5. importer comments
  - a. user can change information in these text fields, pull-down menus on this pop-up

- A. References to drawings
  - 1. blocks 222 and 226 in Fig. A
  - 2. Figs. 23-36

#### XXVIII. Creation and Transmission of RFQ

- 10 A. Purpose
  - 1. Compiles information into an RFQ and transmits RFQ to trade-facilitating hub
- B. Operation
  - 1. if RFQ was not already created, RFQ is created
  - 15 2. user may choose to review RFQ in local language
  - 3. transmits or prints RFQ via:
    - a. fax
    - b. electronic mail (via internet)
    - c. mailing a hardcopy

- 20 A. References to drawings
  - 1. blocks 224 and 228 in Fig. A
  - 2. Figs. 37 and 38

Another way of understanding the invention is using software which would be used at the user's site. Attached to the priority application are four 3½" diskettes containing a user program made in accordance with a preferred embodiment of the invention. A microcomputer must at least have the following technical specifications effectively to run this program: IBM-compatible Personal Computer (PC) with VGA graphics capability (minimum resolution of 640 x 480)



and with MICROSOFT WINDOWS 3.1 or later (or equivalent) operating system.

To load the program the following instructions should be followed:

1. In File Manager, create a new directory called "ITG" under drive C;
2. In File Manager, copy the entire contents of diskettes 1-4 into the  
5 ITG directory;
3. Return to Program Manager;
4. Create a new Group and call it "PROJECT HARVEST" by typing  
that name in the Description box;
5. In the Command Line box type the following:  
10 "C:\ITG\MTB30RUN.EXE IPR1031Z.TBK";
6. Click on Change Icon button; Click on the Browse button and go to  
the ITG directory; In that directory, select "ITG.ICO";
7. Click on OK buttons to return to Program Manager's main screen;
8. An ITG icon should be seen in the "PROJECT HARVEST" group;  
15 the program may be executed by double-clicking on the icon; note  
that some buttons are inactive.

While the preferred embodiment and best mode of the invention have been disclosed, variations and changes may be made without departing from the spirit and scope of the invention.

**I CLAIM:**

1. A product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network; and

wherein the buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

2. The system of paragraph 1, wherein the network also links an intermediary with the buyer and suppliers, and the network includes an intermediary interface that allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

3. The system of paragraph 1 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

4. The system of paragraph 2 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers..

5. The system of paragraph 4 wherein the network links plural buyers and includes plural buyer interfaces.

6. A method of allowing a buyer to select desired products from a directory of products offered by suppliers, and to order such selected products from a corresponding supplier, comprising:

providing a communication network linking such a buyer and such suppliers;

including in the network a buyer interface;

placing on the network a directory of products offered by the suppliers; and

allowing the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

7. The method of paragraph 6, wherein the providing step further includes the substep of making a network link with an intermediary, and wherein the method further includes having an intermediary interface on the network to allow the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

8. The method of paragraph 6 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

9. The method of paragraph 7 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the making substep includes making an intermediary interface that allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

10. The method of paragraph 4 wherein the providing step provides a communication network that links plural buyers and includes plural buyer interfaces.

11. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language, and for translating such an order; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, to choose a language for the order, and to transmit the order to the buyer-chosen supplier.

12. The system of paragraph 11 wherein the directory exists in a code that is not a language spoken by humans.

13. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer, such suppliers and an intermediary, which network includes a buyer interface and an intermediary interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language; and

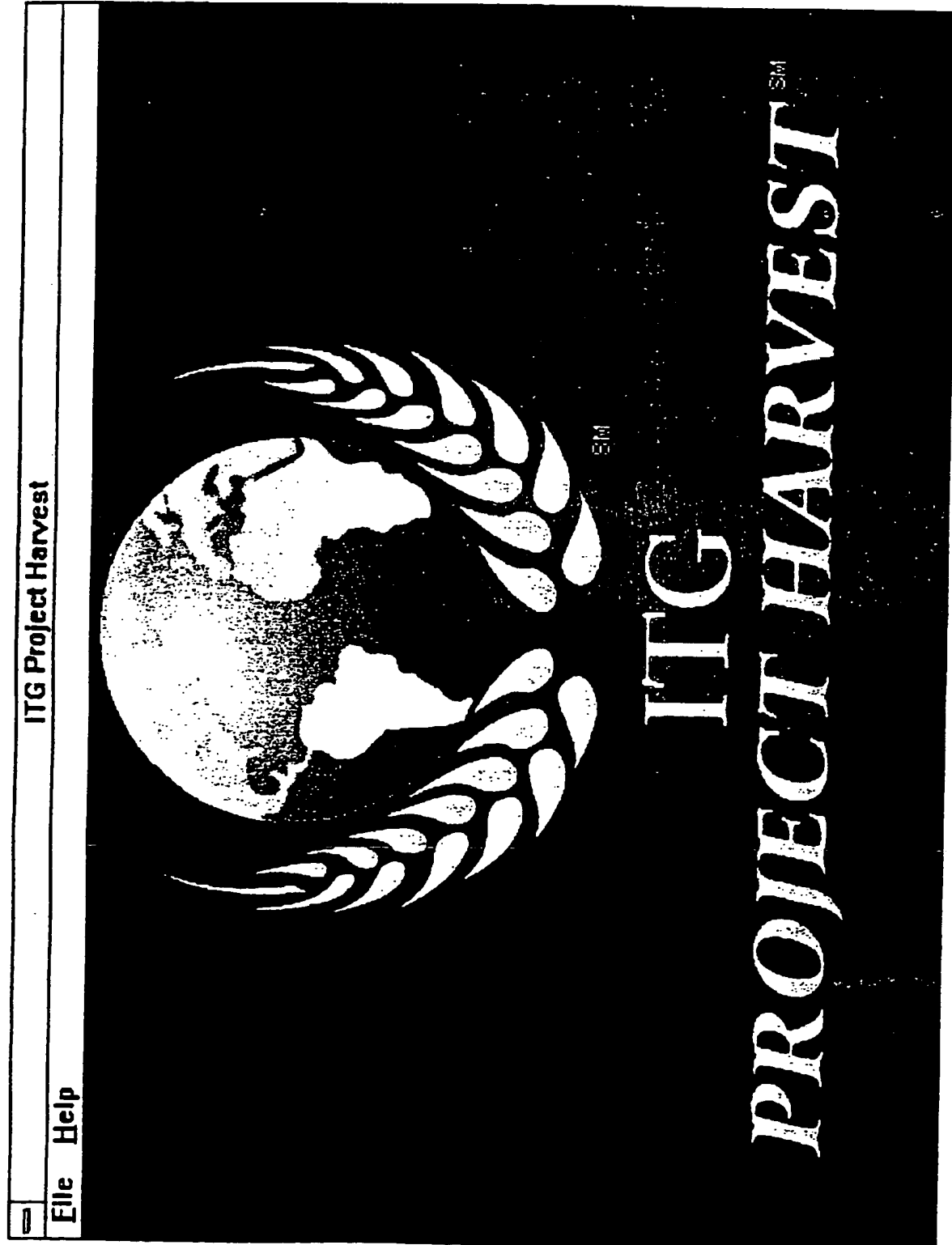
wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, and the intermediary interface allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

14. The system of paragraph 13 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary.

15. The system of paragraph 14 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive together the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

16. The system of paragraph 15 wherein the network links plural buyers and includes plural buyer interfaces.

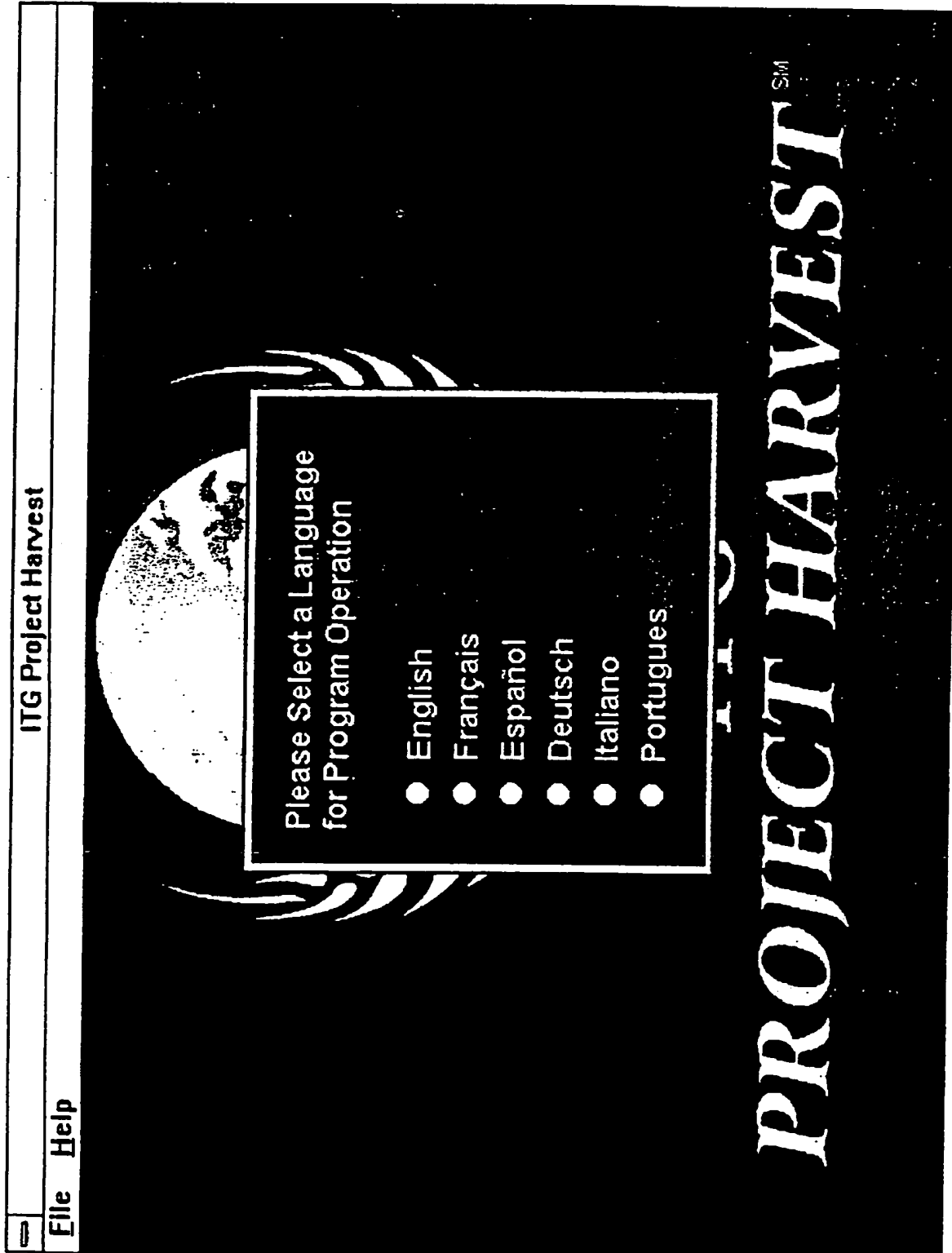


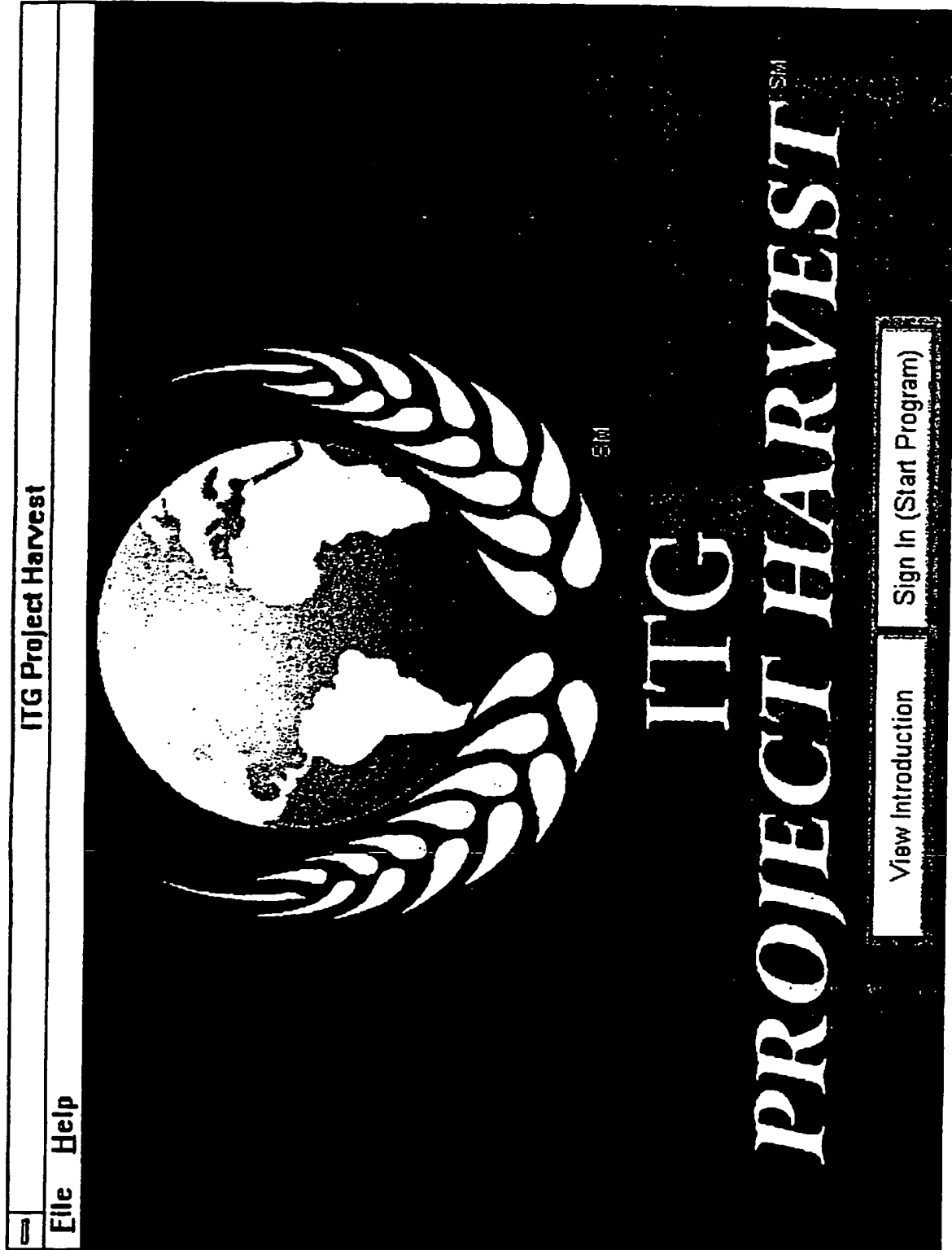


ITG Project Harvest

Elle Help

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ITG Project Harvest


File Help

View Introduction

Sign In (Start Program)

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ITG Project Harvest
Elle Help

Project Harvest - Sign In

User Registration Number: FR12345A

CD-ROM Version: v.2.1 - Dec 95

Enter your name (first, last).  
Click on "New User" if you are using this system for the first time.  
Click on "Sign In" button if you have used this system in the past.


New User

Sign In

# PROJECT HARVEST<sup>SM</sup>

View Introduction

Sign In (Start Program)

ITG Project Harvest	
ITG	Help
 <b>User Registration</b> <i>Project Harvest</i>	
<div> <div>Select Your Registration Type</div> <div> <div>Commercial Users</div> <div> <input type="checkbox"/> Importer                 <input type="checkbox"/> Foreign Country Importer             </div> </div> <div> <div>Governmental Agencies</div> <div> <input type="checkbox"/> FAS                     <input type="checkbox"/> U.S. Department of Agriculture                      Foreign Agricultural Service                 </div> <div> <input type="checkbox"/> FCS                     <input type="checkbox"/> U.S. Department of Commerce                      U.S &amp; Foreign Commercial Service                 </div> <div> <input type="checkbox"/> States                     <input type="checkbox"/> Department of Agriculture                 </div> </div> </div>	



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# User Registration

## Foreign Country Importers

Retail Chain	Retail Food Product Stores
Wholesaler	Wholesale Distribution to Food Retailers
Buying/Trading Organization	Cooperative Procurement Organization
Food Services	Wholesale Distribution to Food Services Industry
Mass Merchandiser	Drug & Non-Food Retailer



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ITG Project Harvest	
File	Help
 <h1>User Registration</h1>	
<p>Use the spaces below to provide information about your company.          NOTE: Once you have completed a line of information, use the TAB key to continue.</p>	
<h2>Retail Food Chain - Company Information</h2>	
Company Name <input type="text"/>	
Street Address	Mailing Address
<input type="text"/>	<input type="text"/>
City	City
<input type="text"/>	<input type="text"/>
State	State
<input type="text"/>	<input type="text"/>
Country	Country
<input type="text"/>	<input type="text"/>
Postal Code	Postal Code
<input type="text"/>	<input type="text"/>
Phone #	E-Mail
<input type="text"/>	<input type="text"/>
Fax #	
<input type="text"/>	
Total Annual Sales	Imports as % of Sales
<input type="text"/>	<input type="text"/>
Retail Stores	No. Employees
<input type="text"/>	<input type="text"/>
How Long in Business	
<input type="text"/>	
Previous	Continue
Click on the "Continue" button after you have completed the information above.	

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Elle Help		Elle Help	

# User Registration

Project Harvest


Primary Contact	Buyer No. 1	Buyer No. 2	Buyer No. 3	Buyer No. 4	Buyer No. 5	More Buyers
Name						
Title						
Phone #						
Fax #						
Street Address						
City						
State						
Country						
Postal Code						
Full E-Mail Address						
<input type="checkbox"/> send a copy of CD-ROM						

Previous
Continue

Click on the "Continue" button after you have completed the information above.



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 <h1 style="margin: 0;">User Registration</h1>																											
<h2 style="margin: 0;">Retail Food Chain - Operations Profile</h2>																											
<p style="text-align: center;"><b>Retail Store Locations</b></p> <p>Select Country Markets <input type="text"/></p>	<p style="text-align: center;"><b>Credit References</b></p> <table style="width: 100%;"> <tr> <td style="width: 30%;">Bank</td> <td><input type="text"/></td> </tr> <tr> <td>Contact</td> <td><input type="text"/></td> </tr> <tr> <td>FAX</td> <td><input type="text"/></td> </tr> <tr> <td>Account</td> <td><input type="text"/></td> </tr> </table> <p style="text-align: center;"><b>Trade References</b></p> <table style="width: 100%;"> <tr> <td style="width: 30%;">Company</td> <td><input type="text"/></td> </tr> <tr> <td>Contact</td> <td><input type="text"/></td> </tr> <tr> <td>FAX</td> <td><input type="text"/></td> </tr> <tr> <td>Company</td> <td><input type="text"/></td> </tr> <tr> <td>Contact</td> <td><input type="text"/></td> </tr> <tr> <td>FAX</td> <td><input type="text"/></td> </tr> <tr> <td>Company</td> <td><input type="text"/></td> </tr> <tr> <td>Contact</td> <td><input type="text"/></td> </tr> <tr> <td>FAX</td> <td><input type="text"/></td> </tr> </table>	Bank	<input type="text"/>	Contact	<input type="text"/>	FAX	<input type="text"/>	Account	<input type="text"/>	Company	<input type="text"/>	Contact	<input type="text"/>	FAX	<input type="text"/>	Company	<input type="text"/>	Contact	<input type="text"/>	FAX	<input type="text"/>	Company	<input type="text"/>	Contact	<input type="text"/>	FAX	<input type="text"/>
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<input type="text"/>	<input type="text"/>																										
<input type="text"/>	<input type="text"/>																										
<input type="text"/>	<input type="text"/>																										
<input type="text"/>	<input type="text"/>																										
<p><b>Remove Item</b> <input type="button" value="Previous"/></p>																											

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ITG Project Harvest

File Help



# User Registration

## Retail Food Chain - Logistical Preferences

### Ports of Importation

Preferred

Alternative

### INCO Terms of Sale

- ☐ Ex Factory
- ☐ FOB Port of Export
- ☐ C&F Port of Import
- ☐ CIF Port of Import
- ☐ Delivered Duty Paid

### Sample Policy

Product samples are available upon request. They will be shipped to the Registered User FREIGHT COLLECT. An alternative size containing the same product quality will be substituted if the requested package size is not available. Samples delivered by:

Carrier



Acct No.

If multiple samples are requested, please ship:

- ☐ Direct from individual suppliers
- ☐ Via sample consolidation service

### Preferred Service Suppliers

International Bank

Courier Service

Airfreight Forwarder

Steamship Line

Freight Forwarder

Customs Broker

Marine Insurance


Previous

Click on the "Continue" button after you have completed the information above.

Continue

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ITG Project Harvest	
Elle	Help



# User Registration

Use the spaces below to provide information about yourself.  
NOTE: Once you have completed a line of information, use the TAB key to continue.

## U.S. & Foreign Commercial Service


Country	
Post Designation	
Officer	
Title	
Post Location	
Street Address	
City	
Mailing Address	
City	
Telephone No.	
FAX No.	

Previous

Click on the "Continue" button after you have completed the information above.

Continue

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ITG Project Harvest	
File	Help
 <h1>User Registration</h1>	
Use the spaces below to provide information about yourself. NOTE: Once you have completed a line of information, use the TAB key to continue.	
<h2>Recommended Potential Users</h2>	
<b>Potential User 1</b>	<b>Potential User 2</b>
Company	Company
Contact	Contact
Phone #	Phone #
Fax #	Fax #
Street Address	Street Address
Country	Country
City	City
State	State
Reason	Reason
<b>Previous User</b>	<b>Next User</b>
Click on the "Continue" button after you have completed the information above.	
<b>Continue</b>	

ITG Project Harvest

ITG Project Harvest

File


Help



ITG Project Harvest

Main Menu

The Main Menu identifies the principal screens of Project Harvest. A first time user is encouraged to become familiar with the information contained on each of these screens. An experienced user can proceed directly to the desired screen by clicking on the appropriate button. The Main Menu also serves as a convenient point of reference to return to when navigating between program screens.



Click Here

3A

Introduction

Describes ITG and Project Harvest

Product Selection

- Search for products by category or key word

Brand Names

Overview of brand information

Previous Selections

Use a saved selection list

Market Promotion Programs

Cooperative export programs

Modify User Registration

Change user registration info.

Tutorial

Step-by-step help


View New Products

New to this CD-ROM version

14/39

ITG Project Harvest

File Help



**ITG**  
*Project Harvest*

Product Selection

MAIN MENU

View All Products

View New Products

MAJOR CATEGORY

Cereal

Automotive Supplies

Baby Needs

Bakery Items

Baking Mixes

Bulk Items - Food & Non-Food

Candy

Cereal

Cheese

Cocoa & Milk Modifiers

Coffee, Tea

Condiments & Sauces

Crackers, Cookies

Dairy Products-Fresh

Deodorants

Desserts

SELECT A MINOR CATEGORY

SELECT A SPECIFIC PRODUCT ITEM

Search Language

English

HS Code or Key Word Search

AND

OR

NOT

Start Search


Product Selection List

Remove Item

Clear List


Click here to review details of product selections.

Product Review

ITG Project Harvest	
File Help	
 <h1>Product Selection</h1>	
<a href="#">View All Products</a> <a href="#">View New Products</a>	
<div> <div>MAJOR CATEGORY</div> <div>Cereal</div> </div>	
<div> <div>MINOR CATEGORY</div> <div>READY-TO-EAT CEREAL</div> </div>	
<div> <div>HOT CEREALS</div> <div>READY-TO-EAT CEREAL</div> <div>New</div> </div>	
<div> <div>SELECT A SPECIFIC PRODUCT ITEM</div> <div></div> </div>	
<div> <div>Search Language</div> <div>English</div> </div>	
<div> <div>Click here to review details of product selections.</div> <div>Product Review</div> </div>	
<div> <div>Remove Item</div> <div>Clear List</div> </div>	
<div> <div>Product Selection List</div> <div></div> </div>	
<div> <div>HS Code or Key Word Search</div> <div> <div>AND</div> <div>OR</div> <div>NOT</div> </div> <div>Start Search</div> </div>	
<div> <div>MAIN MENU</div> </div>	

ITG Project Harvest

Elle Help



**ITG**  
*Project Harvest*

Product Selection

MAIN MENU

View All Products

View New Products

MAJOR CATEGORY

Cereal

MINOR CATEGORY

READY-TO-EAT CEREAL

CEREAL APPL CINN TSTD OATS

CEREAL BRAN FLAKES

CEREAL COCOA CRUNCHIES

CEREAL CORN FLAKES

CEREAL CORN FLAKES ADV PK

CEREAL CRISP CRUNCH

CEREAL CRISPY RICE

CEREAL CRISPY RICE ADV PK

CEREAL FROSTED FLAKES

CEREAL FROSTED FLAKES ADV PK

CEREAL FRUIT RINGS

CEREAL FRUIT RINGS ADV PK

CEREAL HONEY NUT TSTD OAT

New

New

Product Selection List

AND

OR

NOT

HS Code or Key Word Search

Start Search

Product Selection List

Remove Item

Clear List

Click here to review details of product selections.

Product Review

Search Language

English



[illegible]

ITG

Project Harvest

Elle Help

ITG Project Harvest

PROD. SELECTION

MAIN MENU

Product Description

CORN WHOLE KERNEL

NEW ITEM

Supplier

ALL

Supplier Information

EXPAND

Ingredients

EXPAND

Other Products Available from this Supplier

EXPAND

NO PREFERENCE

Net Wt (lb)

1

2

3

4

5

6

7

8

9

10

11

12

Drained Wt (lb)

1

2

3

4

5

6

7

8

9

10

11

12

Unit Pallet

1

2

3

4

5

6

7

8

9

10

11

12

Length

ALL

1

2

3

4

5

6

7

8

9

10

11

12

Width

ALL

1

2

3

4

5

6

7

8

9

10

11

12

Height

ALL

1

2

3

4

5

6

7

8

9

10

11

12

Cube

ALL

1

2

3

4

5

6

7

8

9

10

11

12

Weight

ALL

1

2

3

4

5

6

7

8

9

10

11

12

Order Acquisition Calendar

Production

1

2

3

4

5

6

7

8

9

10

11

12

Available to Ship

1

2

3

4

5

6

7

8

9

10

11

12

Best Time to Order

1

2

3

4

5

6

7

8

9

10

11

12

Product Selections

BACK

NEXT

Reset this screen

Print this Screen

Add this Product

Exit Review

Continue

ITG

Project Harvest

ITG Project Harvest

Elle Help

PROD. SELECTION

MAIN MENU

Product Description

CORN WHOLE KERNEL

NEW ITEM

Supplier A-123245

Supplier Information

EXPAND

Certifications:

JAS, Kosher

Ingredients

EXPAND

Corn, Water, Sugar, Salt

Other Products Available from this Supplier

EXPAND

8 oz 243 g - pkgt

Package Size

Whole Kernel Corn

Click on image to magnify it

Net Wt (g)

243.36

Drained Wt (g)

243.36

Units/Case

24

Units/Pallet

288

Length

42.036

Width

39.28

Height

19.6

Volume

1.71

Weight

5.45454

Grade

Grade A Fancy

Brand

Nature's Pride

Order Acquisition Calendar

Production

1 2 3 4 5 6 7 8 9 10 11 12

Available to Ship

1 2 3 4 5 6 7 8 9 10 11 12

Best Time to Order

1 2 3 4 5 6 7 8 9 10 11 12

BACK

Product Selections

Reset this screen

Print this Screen

Add this Product


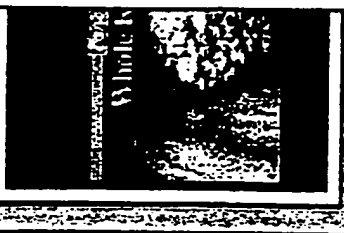
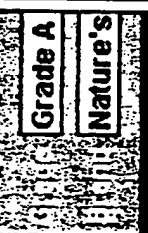
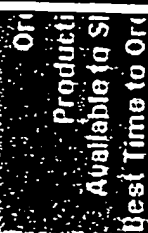



Exit Review

Continue

<b>ITG Project Harvest</b> File Help		<b>Product Review</b> Add Item																																																																																	
<p>Click on the "DONE" button when finished</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <h3 style="margin-top: 0;">Identify Your Shipping Preferences</h3> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <input type="radio"/> Floor Loaded  <input type="radio"/> Slip Sheet  <input checked="" type="radio"/> Palletized           </div> <div style="width: 45%;"> <input type="checkbox"/> 20' Full Container Load  <input checked="" type="checkbox"/> 40' Full Container Load  <input type="checkbox"/> LCL Consolidation           </div> </div> </div> <div style="width: 50%;"> <p>Do you currently import this product?    YES   NO</p> <p>If so, from where?</p> <table border="1" style="width: 100%; height: 100px;"> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> </table> </div> </div>																																										<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <h3 style="margin-top: 0;">Use this field to communicate specific requirements for this product.</h3> <table border="1" style="width: 100%; height: 100px;"> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td></tr> </table> </div> <div style="width: 50%;"> <p>Available to Ship: 1 2 3 4 5 6 7 8 9 10 11 12</p> <p>Best Time to Order: 1 2 3 4 5 6 7 8 9 10 11 12</p> </div> </div>																																									
<span style="font-size: 1.2em;">Done</span>		<span style="font-size: 1.2em;">this Supplier</span>																																																																																	
<span>BACK</span> <span>NEXT</span>		<span>Reset this screen</span> <span>Add this Product</span> <span>Print this Screen</span> <span>Exit Review</span> <span>Continue</span>																																																																																	

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ITG Project Harvest	
File Help	
	
Product Des	
	
	
	
	
	
	

23/39

ITG Project Harvest	
File Help	

 <b>ITG</b> <i>Project Harvest</i>	<b>Selection Review</b>	<input type="button" value="COMMENTS"/>	<input type="button" value="MAIN MENU"/>
--	-------------------------	---	--

The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.

Click on "Review Selections" to review selections.	Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.	Make sure that your printer/fax modem is set as the default printer, then click on the PRINT/FAX button.
<input type="button" value="Review Selections"/>	<input type="button" value="E-Mail"/>	<input type="button" value="Print/Fax"/>

24/39

ITG Project Harvest

File Help

Company Operations Logistical Product Importer  
 Contacts Profile Preferences Specifications Comments

## Retail Food Chain - Company Information

Company Name **Marque Distributeur Int'l., S.A.**

Street Address	Batiment Charles de Gaulle 28 Rue Vendôme	Mailing Address	Postal Cx 74-19
City	75002 - Paris	City	75002 - Paris
State		State	
Country	France	Country	France
Postal Code		Postal Code	
Phone #	33-1-47.50.26.40	Fax #	33-1-47.50.26.38
		E-Mail	marquedis@attmail.com

Total Annual Sales	Imports as % of Sales	Retail Stores	No. Employees	How Long in Business
\$50 - \$100 million	0% - 20%	501 - 750	101-200	More than 20 years

Done



25/39

ITG Project Harvest					
File Help					
<b>Company Information</b> 	<b>Company Profile</b> Buyer No. 1 Buyer No. 2 Buyer No. 3 Buyer No. 4 Buyer No. 5 More Buyers	<b>Operations</b> Profile	<b>Logistical Preferences</b>	<b>Product Specifications</b>	<b>Importer Comments</b>
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p><b>Name</b> Jean Monceau</p> <p><b>Title</b> Category Manager/Buyer</p> <p><b>Phone #</b> 33-1-47 50 26 59</p> <p><b>Fax #</b> 33-1-47 50 26 38</p> <p><b>Street Address</b> Batiment Charles de Gaulle 28 Rue Vendôme</p> <p><b>City</b> 75002 - Paris</p> <p><b>State</b></p> <p><b>Country</b> France</p> <p><b>Postal Code</b></p> <p><b>Full E-Mail Address</b> marquedist@attmail.com</p> <p><input checked="" type="checkbox"/> Send a copy of CD-ROM</p> </div> <div style="width: 45%;"> <p><b>Remove Item</b> <input type="button" value="Clear List"/></p> <p><b>MAJOR CATEGORY</b></p> <p>Automotive Supplies</p> <p>Baby Needs</p> <p>Bakery Items</p> <p>Baking Mixes</p> <p>Bulk Items - Food &amp; Non-Food</p> <p>Candy</p> <p><b>SELECT A MINOR CATEGORY</b></p> <p><b>SELECT YOUR PRODUCT BUYING RESPONSIBILITY</b></p> </div> </div>					

Company Information		Company Profile		Operations		Logistical Preferences		Product Specifications		Importer Comments	
<b>Primary Contact</b> Name: Antoine Bertrand Title: Category Manager/Buyer Phone #: 33-1-47 50 26 59 Fax #: 33-1-47 50 26 38 Street Address: Batiment Charles de Gaulle 28 Rue Vendôme City: 75002 - Paris State: Country: France Postal Code: Full E-Mail Address: marquedist@attmail.com		<b>Buyer</b> No. 1		<b>Buyer</b> No. 2		<b>Buyer</b> No. 3		<b>Buyer</b> No. 4		<b>Buyer</b> No. 5 More Buyers	

**MAJOR CATEGORY**

☐ Frozen Fruits  
☐ Frozen Vegetables - Regular  
☐ Remove Item

**SELECT A MINOR CATEGORY**

☐ Automotive Supplies  
☐ Baby Needs  
☐ Bakery Items  
☐ Baking Mixes  
☐ Bulk Items - Food & Non-Food  
☐ Candy

**SELECT YOUR PRODUCT BUYING RESPONSIBILITY**

☒ Send a copy of CD-ROM

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ITG Project Harvest				
File Help				
Company Information		Operations Profile	Logistical Preferences	Product Specifications
Importer Comments		Buyer No. 1	Buyer No. 3	Buyer No. 4
Buyer No. 5		More Buyers		
Name: Elenne Beneton Title: Category Manager/Buyer Phone #: 33-1-47 50 26 59 Fax #: 33-1-47 50 26 38 Street Address: Batiment Charles de Gaulle 28 Rue Vendôme City: 75002 - Paris State: Country: France Postal Code: Full E-Mail Address: marquedist@attmail.com		SELECT YOUR PRODUCT BUYING RESPONSIBILITY Frozen Baked Goods Frozen Pastry Items Remove Item Clear List MAJOR CATEGORY Automotive Supplies Baby Needs Bakery Items Baking Mixes Bulk Items - Food & Non-Food Candy SELECT A MINOR CATEGORY SELECT YOUR PRODUCT BUYING RESPONSIBILITY		
<input checked="" type="checkbox"/> Send a copy of CD-ROM		Done		

28/39

ITG Project Harvest			
File	Help		
Company Information	Company Contacts	Logistical Preferences	Product Specifications
			Importer Comments

## Retail Food Chain - Operations Profile

### Retail Store Locations

France: Over 500	↓
Germany: 100 - 199	↓
Sweden: 50 - 99	↓

Remove Item
Clear List

### Credit References

Bank	Banque Paribas	
Contact	Marc Antoine	FAX 33-1-47 20 30
Account	Z2947A-3	

### Trade References

Company	Apple Valley Produce Company	
Contact	Jack Ballinger	FAX 509-772-9374
Company	Valley Creek Growers	
Contact	Dorothy O'Darby	FAX 404-590-3826
Company	Campbell Inc.	
Contact	Ron Brown	FAX 205-268-1234

<b>ITG Project Harvest</b>					
<b>File</b> <b>Help</b>	<b>Company Information</b>	<b>Company Contacts</b>	<b>Logistical Preferences</b>	<b>Product Specifications</b>	<b>Importer Comments</b>

## Retail Food Chain - Operations Profile

### Retail Store Locations

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Germany: 100 - 199

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Remove Item
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### Credit References

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Contact	Jack Ballinger	FAX	509-772-9374
Company	Valley Creek Growers		
Contact	Dorothy O'Darby	FAX	404-580-3826
Company	Campbell Inc.		
Contact	Ron Brown	FAX	205-268-1234

Done

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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #2		Product #3	Product #4	Importer Comments
<p><b>Description:</b> Whole Kernel Canned Corn</p> <p><b>Product:</b> 128237      <b>Supplier:</b> P34762</p> <p><b>Grade:</b> A Fancy      <b>Label:</b> Buyer</p> <p><b>Case:</b> 24/15 oz      <b>Label Language:</b> French</p> <p><b>Weight:</b> 12.725 lbs      <b>Cube:</b> .973 cuft</p> <p><b>Container:</b> 20-FCL      <b>Loading:</b> Slip Sheets</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 10 x 20' FCL quarter to begin about 3 March 1996. Requested target price @ US\$9.50/case CIF Rotterdam.</p> <p><b>Product Notes:</b> Vac pack preferred. 24/12oz acceptable. Prefer sweet variety. Quote as soon as possible. First ship 11/95.</p>				
				Done

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ITG Project Harvest				
File Help				
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1	Product #2	Product #3	Product #4	Importer Comments
<p>Description: Crispy Rice Cereal</p> <p>Product: 298423      Supplier: C23456</p> <p>Grade: N/A      Label: Buyer</p> <p>Case: 24/20 oz      Label Language: French</p> <p>Weight: 9.79 lbs      Cube: 1.23 cuft</p> <p>Container: 40-FCL      Loading: Floor Loaded</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 5 x 40' FCL annually to begin about 1st Quarter 1996.</p> <p>Requested target price @ US\$14.25/case C&amp;F Antwerp.</p> <p>Product Notes: This is a new Import Item for us. Need help with packaging design and photography.</p>				
				Done

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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1	Product #2	Product #3	Product #4	Importer Comments
<p>Description: Sliced Yellow Cling Canned Peaches</p> <p>Product: 340921      Supplier: W23497</p> <p>Grade: B Choice      Label: Nature's Harvest</p> <p>Case: 24/29 oz      Label Language: French</p> <p>Weight: 26.92 lbs      Cube: 1.67 cuft</p> <p>Container: 40-FCL      Loading: Palletized</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 7 x 40' FCL/quarter to begin about April 1996. Requested target price @ US\$12.10/case FOB Baltimore.</p> <p>Product Notes: This is a new import item for us. Price is primary consideration. Quality not as critical. Brix 20° to 24°. Will consider packer label.</p>				
				Done



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ITG Project Harvest				
File Help				
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1	Product #2	Product #3	Product #4	Importer Comments
<p>Description: Sliced Canned Green Beans</p> <p>Product: 129467      Supplier: P34762</p> <p>Grade: A Fancy      Label: Harvest Time</p> <p>Case: 24/15 oz      Label Language: French</p> <p>Weight: 11.25 lbs      Cube: .98 cuft</p> <p>Container: <b>LCL</b>      Loading: <b>Palletized</b></p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 10 x consolidations/year to begin about 3 March 1996.</p> <p>Requested target price @ US\$9.50/case CIF Rotterdam.</p> <p>Product Notes: <b>Current imports from China and Spain.</b></p>				
				Done

<b>ITG Project Harvest</b>						
<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Elle Help</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Company Information</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Company Contacts</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Operations Profile</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Logistical Preferences</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Product Specifications</div> </div>	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: center;">Importer Comments</div> </div>

## Importer Comments

This is the first time we are using your system. Please quote as soon as possible. Our deadline for replies: November 30, 1995. Please send us 12 more CD-ROMs of US Private Label Products at no charge. Thank you.

Product quality is my prime buying-decision criterion:    ☒ YES    ☐ NO

Product price is my prime buying-decision criterion:    ☐ YES    ☒ NO

Given equal price/quality to our existing source, we will buy:    ☒ YES    ☐ NO


Send inquiry only to chosen suppliers:    ☒ YES    ☐ NO

Send inquiry to all suppliers that can quote our products:    ☐ YES    ☒ NO


Please include company brochures and collateral materials:    ☒ YES    ☐ NO

I will use your packaging design services:    ☐ YES    ☒ NO

Done

	<h1 style="margin: 0;">ITG Project Harvest</h1>
<a href="#">File</a> <a href="#">Help</a>	
<h2 style="margin: 0;">Comments</h2>	
<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 2px 5px;">PRODUCT REVIEW</div> <div style="border: 1px solid black; padding: 2px 5px;">MAIN MENU</div> </div>	
<p>This CD-ROM has been designed to capture the necessary information to make your export quotation complete, accurate and timely. Please use the space below to communicate any additional comments, requirements and/or information that should be considered when responding to your Request for Quotation.</p>	
<h3 style="margin: 0;">Importer Comments</h3> <div style="border: 1px solid black; height: 150px; width: 100%; margin-top: 5px;"></div>	
<p>Product quality is my prime buying-decision criterion:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>Product price is my prime buying-decision criterion:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>Given equal price/quality to our existing source, we will buy:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>Send inquiry only to chosen suppliers:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>Send inquiry to all suppliers that can quote our products:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>Please include company brochures and collateral materials:      <input type="radio"/> YES   <input type="radio"/> NO</p> <p>I will use your packaging design services:      <input type="radio"/> YES   <input type="radio"/> NO</p>	
<div style="border: 1px solid black; padding: 5px 10px; display: inline-block;">Continue</div>	

Click on the "Continue" button to go on to Selections Review.

ITG Project Harvest	
	<b>Selection Review</b>
<a href="#">COMMENTS</a>	<a href="#">MAIN MENU</a>

The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.

Click on "Review Selections" to review selections.

[Review Selections](#)

Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.

[E-Mail](#)

Make sure that your printer/fax modem is set as the default printer, then click on the [PRINT FAX](#) button.

[Print/Fax](#)

The Foreign Buyer's Pre-Formatted Request For Quotation

**FAX - REQUEST FOR EXPORT QUOTATION (RFQ)**[illegible][illegible]

ՀԱՅԿԱՅԻՆ ԿՈՄՍՏԵՆԱԿԱՆ ԿՈՆԿՐԵՏԻ ՎԵՐԿՈՒՄԸ  
(1991-1992 թթ.)

Other Suppliers Consider  
 Andros Unlimited // // Bakers Field & Vegetables  
 Elmore Zeration, Cucumber Manager // // Bakers Field and Bakery Products, CE  
 Brouque Brothers // // From Vendors, TROUPE, Inc. (201) 221-7141  
 Burt Andrus, Ambient Cereals General, Fax (301) 47-3014  
 Agave Vasey Products // // Bakers Field, Fax (502) 247-7171  
 Valley Food and Grocery Co. (Daily Bakery) Fax (502) 247-7171  
 C. Campbell, Inc. (Montgomery, Du. Bus. Exp.) Fax (502) 247-7171  
 (502) 247-7171

[illegible]

12049 Carroll Union Bldg. - 241500 - Buyer's Ed. - 3/2/10

[illegible]

General Nelson,  
This is the first time we are calling you by name. Please quote as soon as possible. Day

Send inquiry only	Yes	12
Send inquiry only to supply labels	Yes	12
Send inquiry related to products that are questionable	Yes	12
Qualify our clients by consideration of their credit	Yes	12
Greenwashing/quality issues in selling source	Yes	12
We are interested in a green label quality rejection program	Yes	12
We are interested in a label line of private label products	Yes	12
We would like to know if large companies are offered by suppliers	Yes	12
We agree to pay freight for free samples	Yes	12
Account No. 0102040000	Yes	12
Send Samples to Target Products	Yes	12
Goodwill to help with our first year	Yes	12
We have concerns to ship samples separately	Yes	12
Ask Suppliers to send special good or packaging labels	Yes	12

**Continue**

## Previous

# The Supplier's Export Trade Lead

**FAX - EXPORT TRADE LEAD** at 781/273-1101 ext. 200

**International Trade Corp.** • 6700 S. Van Ness Blvd. • Englewood, CO 80155 • USA  
 Tel: (303) 596-4741 • E-Mail: [englewood@trade.com](mailto:englewood@trade.com) • Fax: (303) 596-4775

**Int'l. Franchising Co. Inc.**  
 123 Hampshire Drive  
 Kansas City, MO 64114  
 USA  
 Tel: (816) 579-3022  
 Fax: (816) 579-3030  
 E-Mail: [info@franchisingco.com](mailto:info@franchisingco.com)

Expiry Date: 11/03/14 • Customer No: 85672 • ABC0001  
We have received the following inquiry for your product from this company:

180 Ave Elizabeth • Unit 2, 5A	PO: 31-1790 29.01
21400, Verdugo	Lat. Long: 34.14° 36.56
78002, Pico	Long: 118.147° 30.30
PHONE:	Fax: 31-1790 29.01

Contact: Mr. John Macarena Cagibay (Manager)  
Coronel Vegetables Cultural Team, Corral  
(Spells English/Spanish web)

Sales: \$50 to \$80 million	Wholesale Cost	Employees: 120 to 140
General Importer: 20%	Nº of Accounts: 548	Years in Business: 40
Prod. Labels Fresh	Own Label Prepared	Files: 35,500/3

3610 Fort. Le Havre  
 On the Pierhead.  
 All kinds Artillery. Explosives. Mining.  
 1100 P. Exportation. on the Pierhead.

**Advertisers (Books and Other Suppliers)**  
 Brown Publishers, 100 Howe Gardens, 7500, P.O. Box 330, Asti, E-2174-3  
 More Active, Ambard Bluegrass, 7500, P.O. Box 330, Asti, E-2174-3  
 Apple Valley Products Co. (11414 Baker St.), 7500, P.O. Box 330, Asti, E-2174-3  
 Valley Card Games (Monthly Card Game), 7500, P.O. Box 330, Asti, E-2174-3  
 Crystal Clear, Green Property, 7500, P.O. Box 330, Asti, E-2174-3

1521. 1522. 1523. 1524. 1525. 1526. 1527. 1528. 1529. 1530. 1531. 1532. 1533. 1534. 1535. 1536. 1537. 1538. 1539. 1540. 1541. 1542. 1543. 1544. 1545. 1546. 1547. 1548. 1549. 1550. 1551. 1552. 1553. 1554. 1555. 1556. 1557. 1558. 1559. 1560. 1561. 1562. 1563. 1564. 1565. 1566. 1567. 1568. 1569. 1570. 1571. 1572. 1573. 1574. 1575. 1576. 1577. 1578. 1579. 1580. 1581. 1582. 1583. 1584. 1585. 1586. 1587. 1588. 1589. 1590. 1591. 1592. 1593. 1594. 1595. 1596. 1597. 1598. 1599. 1600. 1601. 1602. 1603. 1604. 1605. 1606. 1607. 1608. 1609. 1610. 1611. 1612. 1613. 1614. 1615. 1616. 1617. 1618. 1619. 1620. 1621. 1622. 1623. 1624. 1625. 1626. 1627. 1628. 1629. 1630. 1631. 1632. 1633. 1634. 1635. 1636. 1637. 1638. 1639. 1640. 1641. 1642. 1643. 1644. 1645. 1646. 1647. 1648. 1649. 1650. 1651. 1652. 1653. 1654. 1655. 1656. 1657. 1658. 1659. 1660. 1661. 1662. 1663. 1664. 1665. 1666. 1667. 1668. 1669. 1670. 1671. 1672. 1673. 1674. 1675. 1676. 1677. 1678. 1679. 1680. 1681. 1682. 1683. 1684. 1685. 1686. 1687. 1688. 1689. 1690. 1691. 1692. 1693. 1694. 1695. 1696. 1697. 1698. 1699. 1700. 1701. 1702. 1703. 1704. 1705. 1706. 1707. 1708. 1709. 1710. 1711. 1712. 1713. 1714. 1715. 1716. 1717. 1718. 1719. 1720. 1721. 1722. 1723. 1724. 1725. 1726. 1727. 1728. 1729. 1730. 1731. 1732. 1733. 1734. 1735. 1736. 1737. 1738. 1739. 1740. 1741. 1742. 1743. 1744. 1745. 1746. 1747. 1748. 1749. 1750. 1751. 1752. 1753. 1754. 1755. 1756. 1757. 1758. 1759. 1760. 1761. 1762. 1763. 1764. 1765. 1766. 1767. 1768. 1769. 1770. 1771. 1772. 1773. 1774. 1775. 1776. 1777. 1778. 1779. 1780. 1781. 1782. 1783. 1784. 1785. 1786. 1787. 1788. 1789. 1790. 1791. 1792. 1793. 1794. 1795. 1796. 1797. 1798. 1799. 1800. 1801. 1802. 1803. 1804. 1805. 1806. 1807. 1808. 1809. 1810. 1811. 1812. 1813. 1814. 1815. 1816. 1817. 1818. 1819. 1820. 1821. 1822. 1823. 1824. 1825. 1826. 1827. 1828. 1829. 1830. 1831. 1832. 1833. 1834. 1835. 1836. 1837. 1838. 1839. 1840. 1841. 1842. 1843. 1844. 1845. 1846. 1847. 1848. 1849. 1850. 1851. 1852. 1853. 1854. 1855. 1856. 1857. 1858. 1859. 1860. 1861. 1862. 1863. 1864. 1865. 1866. 1867. 1868. 1869. 1870. 1871. 1872. 1873. 1874. 1875. 1876. 1877. 1878. 1879. 1880. 1881. 1882. 1883. 1884. 1885. 1886. 1887. 1888. 1889. 1890. 1891. 1892. 1893. 1894. 1895. 1896. 1897. 1898. 1899. 1900. 1901. 1902. 1903. 1904. 1905. 1906. 1907. 1908. 1909. 1910. 1911. 1912. 1913. 1914. 1915. 1916. 1917. 1918. 1919. 1920. 1921. 1922. 1923. 1924. 1925. 1926. 1927. 1928. 1929. 1930. 1931. 1932. 1933. 1934. 1935. 1936. 1937. 1938. 1939. 1940. 1941. 1942. 1943. 1944. 1945. 1946. 1947. 1948. 1949. 1950. 1951. 1952. 1953. 1954. 1955. 1956. 1957. 1958. 1959. 1960. 1961. 1962. 1963. 1964. 1965. 1966. 1967. 1968. 1969. 1970. 1971. 1972. 1973. 1974. 1975. 1976. 1977. 1978. 1979. 1980. 1981. 1982. 1983. 1984. 1985. 1986. 1987. 1988. 1989. 1990. 1991. 1992. 1993. 1994. 1995. 1996. 1997. 1998. 1999. 2000. 2001. 2002. 2003. 2004. 2005. 2006. 2007. 2008. 2009. 2010. 2011. 2012. 2013. 2014. 2015. 2016. 2017. 2018. 2019. 2020. 2021. 2022. 2023. 2024. 2025. 2026. 2027. 2028. 2029. 2030. 2031. 2032. 2033. 2034. 2035. 2036. 2037. 2038. 2039. 2040. 2041. 2042. 2043. 2044. 2045. 2046. 2047. 2048. 2049. 2050. 2051. 2052. 2053. 2054. 2055. 2056. 2057. 2058. 2059. 2060. 2061. 2062. 2063. 2064. 2065. 2066. 2067. 2068. 2069. 2070. 2071. 2072. 2073. 2074. 2075. 2076. 2077. 2078. 2079. 2080. 2081. 2082. 2083. 2084. 2085. 2086. 2087. 2088. 2089. 2090. 2091. 2092. 2093. 2094. 2095. 2096. 2097. 2098. 2099. 2100. 2101. 2102. 2103. 2104. 2105. 2106. 2107. 2108. 2109. 2110. 2111. 2112. 2113. 2114. 2115. 2116. 2117. 2118. 2119. 2120. 2121. 2122. 2123. 2124. 2125. 2126. 2127. 2128. 2129. 2130. 2131. 2132. 2133. 2134. 2135. 2136. 2137. 2138. 2139. 2140. 2141. 2142. 2143. 2144. 2145. 2146. 2147. 2148. 2149. 2150. 2151. 2152. 2153. 2154. 2155. 2156. 2157. 2158. 2159. 2160. 2161. 2162. 2163. 2164. 2165. 2166. 2167. 2168. 2169. 2170. 2171. 2172. 2173. 2174. 2175. 2176. 2177. 2178. 2179. 2180. 2181. 2182. 2183. 2184. 2185. 2186. 2187. 2188. 2189. 2190. 2191. 2192. 2193. 2194. 2195. 2196. 2197. 2198. 2199. 2200. 2201. 2202. 22

1982/87  
Whole Neutral Ground Corn, 24/15g, Easy A  
Proper Soil & Supply Means: Pro Volume, 29 Cents/Qt.  
Incorporated in Neutral Ground base: Food Soil/Slipbest  
Seed Strong: Yes

2. 19049  
Cursed Corn: Borneo, 18/10/38; Pany A  
Burrey Labd (Supplie dined); Pny Volume: 10 Cmsd/Yr.; 20C Prod  
Intermixed in Metal Containers - Place bnd/Supplend  
Send Samples: Yes  
Currently kept in: China, Spole, USA
3. 19048  
Cursed Corn: Borneo, 18/10/38; Pany A  
Burrey Labd (Supplie dined); Pny Volume: 10 Cmsd/Yr.; 20C Prod  
Intermixed in Metal Containers - Place bnd/Supplend  
Send Samples: Yes  
Currently kept in: China, Spole, USA
4. 19047  
Cursed Woad: Pined, Tannan, 18/10/38; Pany A  
Burrey Labd (Supplie dined); Pny Volume: 10 Cmsd/Yr.; 20C Prod  
Intermixed in Metal Containers - Place bnd/Supplend  
Send Samples: Yes  
Currently kept in: Italy, Monaco, Peru, Spole, USA

**Additional Comments from Inquiry:**  
 "Most quality of work is poor. Decline in replies November to 1965."

[illegible]

12 of 22

## Previous

**Done**

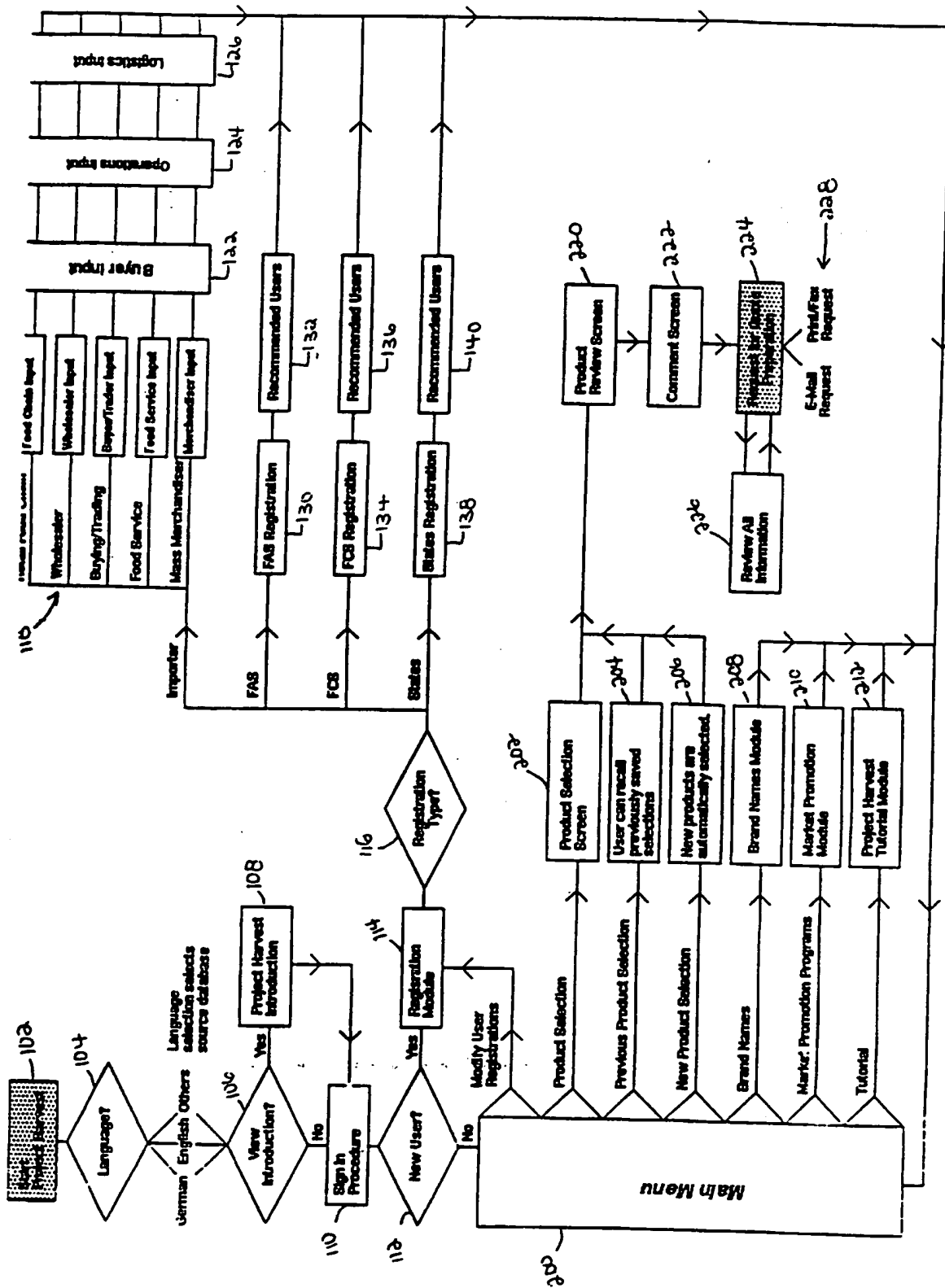


Fig. A

## INTERNATIONAL SEARCH REPORT

International application No.  
PCT/US96/18133

**A. CLASSIFICATION OF SUBJECT MATTER**

IPC(6) : G06F 17/60, 15/00

US CL : 395/226, 201, 752, 758

According to International Patent Classification (IPC) or to both national classification and IPC

**B. FIELDS SEARCHED**

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 395/226, 201, 752, 758

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

APS, Dialog (remote or computer) &amp; (purchase or buy or order) &amp; (catalog or directory) &amp; (language or translate)

**C. DOCUMENTS CONSIDERED TO BE RELEVANT**

| Category* | Citation of document, with indication, where appropriate, of the relevant passages                   | Relevant to claim No. |
|-----------|--|-----------------------|
| Y         | US, A, 5,361,199 (SHOQUIST ET AL.) 01 November 1994, See entire document.                            | 1-10                  |
| Y         | US, A, 5,319,542 (KING, JR. ET AL.) 07 June 1994, See entire document.                               | 1-10, 13-16           |
| Y         | US, A, 5,175,684 (CHONG) 29 December 1992, See entire document.                                      | 13-16                 |
| Y         | US, A, 4,992,940 (DWORKIN) 12 February 1991, See entire document.                                    | 1-10                  |
| Y         | US, A, 4,799,156 (SHAVIT ET AL.) 17 January 1989, See entire document.                               | 1-10                  |
| Y, P      | Info. Access Co. Internet Service Casts for Japanese. Catalog Age. November 1995, v12, n12, page 24. | 1-16                  |

☒ Further documents are listed in the continuation of Box C. ☐ See patent family annex.

|  |     |  |
|--|-----|--|
| * Special categories of cited documents: | * T | later document published after the international filing date or priority date and not in conflict with the application but cited to understand the principle or theory underlying the invention  |
| * A                                      |     | document defining the general state of the art which is not considered to be of particular relevance   |
| * E                                      |     | earlier document published on or after the international filing date   |
| * L                                      |     | document which may throw doubts on priority claim(s) or which is cited to establish the publication date of another citation or other special reason (as specified)  |
| * O                                      |     | document referring to an oral disclosure, use, exhibition or other means   |
| * P                                      |     | document published prior to the international filing date but later than the priority date claimed   |
|  | * X | document of particular relevance; the claimed invention cannot be considered novel or cannot be considered to involve an inventive step when the document is taken alone   |
|  | * Y | document of particular relevance; the claimed invention cannot be considered to involve an inventive step when the document is combined with one or more other such documents, such combination being obvious to a person skilled in the art |
|  | * & | document member of the same patent family  |

Date of the actual completion of the international search

03 FEBRUARY 1997

Date of mailing of the international search report

07 MAR 1997

Name and mailing address of the ISA/US  
Commissioner of Patents and Trademarks  
Box PCT  
Washington, D.C. 20231

Facsimile No. (703) 305-3230

Authorized officer

GAIL HAYES

Telephone No. (703) 305-9711



**INTERNATIONAL SEARCH REPORT**

International application No.  
PCT/US96/18133

**C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT**

| Category* | Citation of document, with indication, where appropriate, of the relevant passages   | Relevant to claim No. |
|-----------|--|-----------------------|
| Y         | Business Editors and Computer Writers. TK ASSOCIATES INTL:<br>New Service Helps U.S. Firms Market to Japanese Over the<br>Internet. Business Wire. 03 May 1995 | 1-16                  |
| A         | CLOUTIER, EDWARD. As Systems Go Global, Networks Must<br>Adapt to Multilingual Needs of Users. Computing Canada.<br>September 1993, v19, n19, page 24.         | 11-16                 |
| Y         | DEUNETTE, JACKY. European Online Activity. Online. July<br>1988. v12, n4, pages 100-101.   | 1-16                  |
| Y         | DEUNETTE, JACKY. European Online Activity. Online. March<br>1988, v12, n2, pages 111-113.  | 1-16                  |

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